

sage

Streamline

YOUR BUSINESS OPERATIONS PROCESSES

Discover how 3 technology trends can help you overcome today's top 4 industry challenges

Find out how >

Move forward. Move beyond ERP.

You don't need a software vendor to tell you the most effective ways to combat intense competition and grow sustainably: *Find new ways to manufacture innovative products faster, improve your business processes, and reduce costs.*

But mounting pressures that you can't ignore are interfering with achieving those goals. And these challenges will only worsen if you're using disparate systems, basic accounting applications, or outmoded enterprise resource planning (ERP) systems. In fact, more than a third of manufacturing executives said in a survey that obsolete ERP systems were hampering their ability to compete and succeed.¹

You're far from alone if the following challenges are familiar to you. If they are familiar, then it's time to take action and find a business management solution that will help you grow confidently and profitably.



Today's top 4 manufacturing challenges



1. Decreased process efficiencies

Increasing competition continues to force manufacturers to:

- Reduce costs and respond to price pressures.
- Respond faster to customer demands.
- Speed turnaround times.

These challenges are difficult to solve if you're still relying on manual workflows and disparate systems to manage your processes. The good news is that today's business management solutions streamline and accelerate manufacturing operations—from procurement and scheduling to shop floor, inventory, sales, and financials.



2. Limited visibility across the extended supply chain

Visibility into your business is essential and can give you an edge over your competitors. But the visibility required to compete effectively can be hindered when your systems, processes, and disparate business units are disconnected.

For example, are you able to see, in real time, the status of work orders, sales orders, inventory, and resource allocation? Lack of visibility prevents you from obtaining the insights needed to make the right decisions to grow and increase profitability. A business management solution can provide you with real-time analytics, alerts, and notifications so you can respond quickly to changing business conditions.



3. Reduced agility to respond to rapidly changing industry conditions

How quickly are your employees able to respond to customer or vendor issues? Do they have all the information they need to make smart, timely decisions that affect your bottom line? Or are they mired in time-consuming workarounds? And will you be able to scale, expand, and choose your deployment options (on-premise or cloud) as you grow? A flexible business management solution provides functionality ready for use for manufacturers, and offers a full, customizable range of capabilities so it's easy to adjust to your unique processes.



4. Increased compliance and regulatory requirements

Regulations that affect the manufacturing industry change often. That means you need to ensure that your processes comply with those regulations, or else face often-hefty penalties. Modern business management solutions will automate and standardize those processes to ensure compliance, and they'll also provide audit trails for documentation and reporting purposes.

While the challenges detailed above can be daunting, there's good news: By embracing the following technology trends—all of which are available with the right business management solution—you'll be in a better position to share information more easily, speed turnaround times, and automate low-value, manual tasks. And that will enable you to run your business more efficiently, accelerate growth and revenue, and continue to deliver innovative and high-quality goods.

3 technologies that will revolutionize your manufacturing process



1. Increase flexibility and responsiveness with cloud services

Collaborative problem-solving fuels innovation. More and more, manufacturers are turning to cloud-based web portals accessible via modern business management solutions that promote collaboration among employees, suppliers, partners, and customers. By providing stakeholders with easier ways to share information, knowledge, and ideas, these businesses put themselves in better position to come up with more innovative and even disruptive products.

In addition to promoting your ability to adopt and scale new capabilities as needed, flexible cloud business management solutions offer lower initial costs, faster implementation, and seamless upgrades that provide greater control over IT expenses.



2. Make better decisions using business intelligence

As a manufacturer, you accumulate large volumes of data, but converting that data into meaningful insights into your business can be a challenge. You may also want to utilize third party information and data, which could influence your demand and supply chain.

The right business management solution provides integrated business intelligence and analytical tools, including exception alerts, triggers, and predictive analytics capabilities. This can bring together manufacturing data with unstructured data and various external information to deliver previously undiscovered insights.



3. Enable the rise of the mobile workforce

Mobile access to information can make all the difference to your team, enabling them to make informed decisions based on up-to-date information. Whether your team uses tablets, smartphones, or other mobile devices, mobile access to information allows your managers and staff to interact with business systems to access real-time actionable information right from the shop floor.

A faster, simpler, more flexible business management solution can:

- Record all processes within one solution for easy monitoring.
- Provide decision makers with easy access to actionable data.
- Enable smarter, faster responsiveness across the company.
- Optimize your supply chain and facilitate communication with suppliers.
- Provide insight into inventory for better planning and demand forecasting.
- Allow for secure sharing of data with customers to improve lead times and service.





IN OUR CUSTOMERS' WORDS

"It was very difficult to find a software application that would support our assembly and inventory control requirements and offer the job costing functionality we need. Sage Enterprise Management—with its inventory, bill of materials, job cost, and timecard modules—handles all functions extremely well. Plus, it is easy to learn and easy to train our staff to use."

Tom Dinolfo, CFO, **Heresite Protective Coatings**

"Our production planning capabilities are greatly improved thanks to the robust manufacturing resource planning (MRP) capabilities in Sage Enterprise Management. We are notified when we run low on the raw materials necessary to meet our real and projected demands."

Edith Lauzon, director of finance and operations, **Avmor Ltd.**

[Find out more about Enterprise Management >](#)

For more information, call **+65 6336 6118** or visit [sage.com/sg](https://www.sage.com/sg).

